

How to Do a Sit-Down

A *sit-down* is where you will meet a person and do a 15 minute presentation on the Seacret Opportunity. The following script works well for scheduling sit-downs.

INVITING TO THE SIT-DOWN - Call the person on the telephone and say: “I’ve got something that I’m so excited about that I want to **SHOW** you.”

Notice it says, “show” and not “tell.” Obviously, you can’t show a person our amazing Dead Sea Products over the phone. They have to experience them!

“It will only take about **15 MINUTES** of your time.”

People always have 15 minutes to spare. If you ask for more than that, they’ll have to stop and make a decision. And, it does only take 15 minutes to show someone a quick demonstration of a few of our products and hop into the business opportunity!

“YOU MAY OR MAY NOT BE INTERESTED.”

This relaxes your prospect. Not everyone is going to feel they need a our products or our opportunity and that’s okay. YOUR job is to make sure they know what you have is available to them and how it can add value to their life (either with better skin or with more income.) THEIR job is to decide if they want what you are offering. So, make sure they know you just want to show them the information.

If they ask “What is it?”

Answer by them by saying, “It’s 100% visual - We’ve got to get together so you can SEE it with your own eyes!

During the sit-down you can use a flip-chart, iPad, Tablet, Phone, etc. The 5 Wow’s In 5 Minutes Fold-out that comes in our briefcase or the 5 In 5 Presentation located at DeadSeaTeam.com under the RESOURCES tab work perfectly. If they are uninterested, ask whom they know that might be interested in our products or our opportunity.

CONDUCTING THE SIT-DOWN (5N5)

When you arrive at the sit-down be sure to use either a flip-chart or other presentation material available. Be sure to have the Nail Buffer, Salt & Oil, Peeling Gel, M4 & Thermal Mask ready to go. A small cup of water or Balancing Facial Serum to use for demonstrating the Thermal Mask. You will need applicators and cotton pads or napkins. Also, be sure to have CUSTOMER APPLICATIONS and AGENT APPLICATIONS with a pen, nearby and ready to fill out if they are ready to buy/join!

REMEMBER - Be the messenger, not the message!

Use the 5 Wow's In 5 Minutes Presentation! Demo the 5 products first. Ask them, "If I can make you say "WOW" at least one time during my product demonstration, will you give me permission to take 10 - 15 more minutes to show you our incredible business opportunity?"

As soon as you finish the presentation, close the prospect by saying, "So, after all that you've seen just now and on a scale of 1 to 10, 10 being you have a strong interest to learn more or even get started and 1 you have no interest, where do you fall on the scale? Please give me a number." Let them respond.

We are looking for a 7 or higher! Generally, 7's and above are really motivated candidates!

If they say 7 or higher, your response is, "Great! I was hoping you would be a 7 or higher because I'm only working with 7's or higher. So are you a (feel in the number they said they were) for the products or for the business opportunity or both? Don't speak. Let them respond.

Schedule a 3 way call if they have questions or use the **4 Question Close*!!**

*** Can be found at deadseateam.com under resources tab.**

By the way, if they say "1 through 4" on the scale, thank them for their time, pack up and move on. They are not good candidates. If they respond with a 5 or 6, reply with, "Okay, well thanks so much for taking a little of day to see what I'm so excited with. I am working with 7's or above so you didn't quite make the cut but thank you anyway for meeting with me! (PAUSE and LET THEM RESPOND!) 80% of the time a 5 or 6 will say something like, "Oh, I didn't know there was a number. Okay, I'm a 7." Now, you have a prime candidate! We just have to find out what they need to move to a 10!